

House Committee on Agriculture

Wednesday, February 4th, 2015

Michigan Agri-Business Association

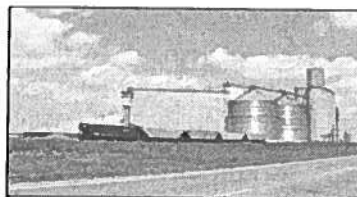
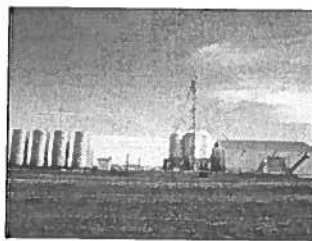
President: James E. Byrum



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BUSINESS SIDE OF INDUSTRY

- **Grain Handlers**
- **Agronomy Providers**
 - Seed
 - Fertilizer
 - Crop Protection
- **Feed**



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BUSINESS SIDE OF INDUSTRY

- **Processing**
 - Food
 - Renewable Fuels
- **Transportation**
 - Trucking Companies
 - Railroads
 - Other
- **Service Companies**
 - Banks
 - Insurance
 - Legal and Accounting



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WHAT OUR MEMBERS DO

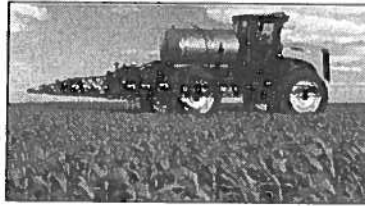
- **Supply products and advice to farmers**
 - More than 75% of recommendations farmers follow come from our members and their professional staff
- **Dry, store, and process grain and beans**
- **Actually handle the sale of grain and dry beans to end users/processors**
- **Facilitate and promote export sales**



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WHAT OUR MEMBERS DO

- **Inventory, blend and apply fertilizer, crop protection products for farmers**
- **Help farmers manage their crops**
 - Field scouting
 - Watch trend and predictability models
 - Stay up to date on technology



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ISSUES

- **Talent**
 - Finding people
 - Skills
 - Training



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INFRASTRUCTURE

- **Rail**
- **Roads**
- **Water**
- **Utilities**
- **Broadband**



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RAIL

- **Investment**
 - Existing
 - Rebuild?
 - Improve



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RAIL

Perspective - 22,300 Trucks at 80 feet

- 1,784,000 feet of trucks, or 340 miles of trucks stretched end to end, or a solid convoy of trucks that would stretch from Lansing to Saginaw, and back, TWICE ! *

*22,300 grain trucks (doubles), 80 feet long, and 950 semi trucks with van trailers, 60 feet long



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WATER

- **Ports**
- **Vessels**
- **Barges**
- **Intermodal**



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WATER QUALITY



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WATER QUALITY

- **Regional Conservation Partnership Program**
- **MABA and The Nature Conservancy**
- **40 additional partners**
- **Public-Private partnership to improve water quality**



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WATER QUALITY

- **Certified Crop Advisers and Retail Agronomy Sales Personnel promote and assist farmers to install certain conservation practices**
 - Cover crops
 - Waterways
 - Filter strips
 - Nutrient management plans
 - ...and More!



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WATER QUALITY

- **Change behavior regarding managing crop nutrients**
- **Voluntary**
- **Driven by the private sector**



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